



City of Evans
Finance Department

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Sales Tax *update*

A SUSTAINABLE FUTURE REVENUE

December year-to-date sales tax collections reported a (10.6%) decrease as compared to December 2014.

Evans In Brief

December 2015 results as compared to December 2014

December receipts decreased (1.0%)	The city's base increased 23.6%	Utilities increased 19.1%	Motor vehicle increased 13.0%	The commercial sector decreased (1.6%)	The industrial sector decreased (42.6%)
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Total YTD Sales Tax: - (10.6%)
YTD Actual vs. Budget: + 1,067,826

Strengths:

- Home values in Evans have gone up 15.3% over the past year and predicts they will rise 5.0% within the next year, as stated by *Zillow*.
- Colorado business registrations pass 600,000 for first time, according to Secretary of State, Wayne Williams. *The Denver Post* 10/30/15

Weaknesses:

- Cautionary outlook in the industrial sector due to past volatility and recent declines.
- Monitoring motor vehicle collections due to up and down swings over the past 6 years.

Spotlight

2015 Results

Category	2014 YTD	2015 YTD	% Change
Base	2,404,013	2,635,074	10%
Commercial	1,976,098	1,932,842	-2%
Industrial	2,807,173	1,772,373	-37%
Utilities	720,536	716,130	-1%
Motor Vehicle	1,519,251	1,370,193	-10%

With another year complete, we now have a full five years of data under the self-collection model with which to evaluate the City's sales tax by major business group.

Sales tax revenues routinely fluctuate. The City budgets very conservatively as a matter of course and monitors each category closely through out the year. Our big winner for 2015 growth was our base sector, reporting a 10% year over year increase. This is a reduction of 27% over last year's outcome, where the Base sector experienced a 37% growth rate.

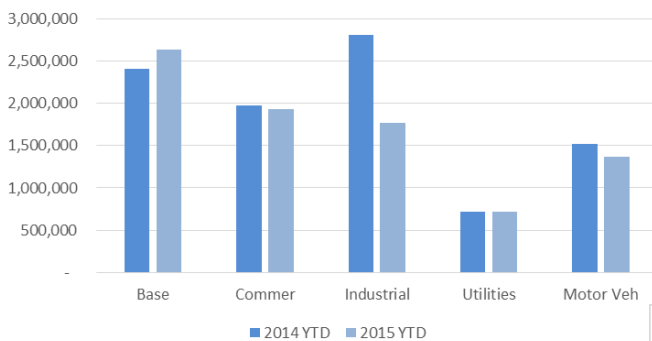


Total Sales Tax Collection Summary

Sales Taxes for December 2015

	Monthly Collections 2014	YTD Collections 2014	Monthly Collections 2015	YTD Collections 2015	Seasonal Trend for Annual Projections	Projected YTD Collections
Jan	\$717,381	\$717,381	\$751,629	\$751,629	\$539,541	\$539,541
Feb	\$687,989	\$1,405,370	\$666,950	\$1,418,579	\$561,935	\$1,101,476
Mar	\$809,410	\$2,214,780	\$824,989	\$2,243,567	\$606,435	\$1,707,911
April	\$827,625	\$3,042,405	\$704,357	\$2,947,924	\$614,587	\$2,322,498
May	\$798,678	\$3,841,083	\$617,279	\$3,565,203	\$609,584	\$2,932,082
June	\$747,881	\$4,588,964	\$665,249	\$4,230,453	\$619,792	\$3,551,874
July	\$830,305	\$5,419,269	\$642,065	\$4,872,518	\$626,683	\$4,178,557
Aug	\$763,769	\$6,183,038	\$722,735	\$5,595,253	\$636,826	\$4,815,383
Sept	\$872,584	\$7,055,622	\$771,831	\$6,367,084	\$650,750	\$5,466,133
Oct	\$795,771	\$7,851,393	\$660,575	\$7,027,659	\$632,519	\$6,098,652
Nov	\$747,779	\$8,599,172	\$579,525	\$7,607,184	\$592,655	\$6,691,307
Dec	\$827,898	\$9,427,071	\$819,428	\$8,426,612	\$667,479	\$7,358,786

Sales Tax by Major Business Group



Sales Tax Collections by Month

